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DEFENSE INDUSTRY IN THE NETHERLANDS

1. OVERVIEW

A. The competitive power of the European defense industry has been declining as a result of a number of factors, such as excess capacity among European manufacturers and non-harmonization of requirements demanded by buyers. Moreover, shrinking defense budgets and increased investment costs make it difficult for many countries to independently develop defense systems. Consequently, international cooperation has become essential to the preservation of the European defense base. In recognition of the need for international cooperation, the WEAO (Western European Armaments Organization) and OCCAR (Organisme Conjoint de Coopération en Matière d'Armement) were established in 1996. Both organizations aim for cooperation among its members in defense material matters.

B. The Netherlands is a member of the WEAG (Western European Armaments Group), WEU (Western European Union), NATO (North Atlantic Treaty Organization) and impending member of OCCAR. The Dutch Ministry of Defense (MoD) strongly supports international cooperation because it is essential to the maintenance and improvement of the national technological and industrial base. In the coming decade, the Netherlands will face significant material modernization and replacement that will require huge investments.

C. Defense cooperation is considered the integrated package of security assistance (SA) and defense cooperation in armaments (DCA) activities. The United States Government (USG) SA program for the Government of the Netherlands (GON) is managed by the Office of Defense Cooperation (ODC) and includes Foreign Military Sales (FMS), Direct Commercial Sales (DCS), and a number of programs under the aegis of DCA. The DCA specific programs include bilateral cooperation programs delineated by International Agreements (IA) such as Memorandum of Understanding/Agreement (MOU/MOA), Data Exchange Agreements (DEAs), and Foreign Comparative Testing (FCT). The ODC executes its mission under the guidance provided by the Defense Security Cooperation Agency (DSCA), the unified CINC USEUCOM, and the Chief of Mission to the Kingdom of The Netherlands.

D. Host Nation Situation. The United States' partnership with the Netherlands is one of the oldest continuous relationships dating back to the American Revolution. As the Dutch have played a key role within the EU in keeping the Common European Security and Defense Policy consistent with NATO's ends, so the Embassy will play a key role in reinforcing Dutch activism. In addition, as recriminations over NATO's Kosovo involvement continued to bubble, the Dutch remain dedicated participants over the long-term and remain available for future potential challenges. The effectiveness of the Dutch military in Kosovo was due in no small measure to U.S. defense cooperation arrangements, as they are the U.S. second largest customer in Europe. The Embassy will continue marketing U.S. defense articles in an effort to improve Dutch defense capabilities, notably in key articles up for decision, like the potential \$6 billion

Joint Strike Fighter program and the Javelin missile. With the looming threat of WMD, the Dutch are beginning to engage in discussions about participating (tacitly) with the U.S. in the national missile defense program. As long as the Dutch remain members of the UN Security Council and chair of the UN Iraq Sanctions Committee, the U.S. will be able to turn to them for support in countering Iraq's attempts to again threaten that region. Along these lines, the Dutch will be pressed to repeat their contribution to the Multinational Interception Force in the Persian Gulf. Likewise, as UN peacekeeping operations are so important in many areas of the world, the U.S. will need to persuade the Dutch to expand their peacekeeping commitments, including in Africa. With the growing movement towards a European Security and Defense Identity (ESDI), the Dutch have emerged as one of the U.S.' staunchest Allies in Europe. The Dutch place high value on the Trans-Atlantic relationship and will defend that position in multilateral forums, such as the EU, NATO, OSCE, and UN Security Council. This policy, particularly with regard to ESDI, sometimes isolates them from their European partners, but the Dutch have shown a willingness to take the lead as, for example, in defending the primacy of NATO in European security in the lead up to the December 1999 European Council in Helsinki. The strong pro-U.S. inclination of the Dutch, at a time when the opposite trend prevails in other parts of Europe, together with the enormous scope of U.S.-Dutch bilateral relationship and the pre-active global stance of the Dutch as the host of multiple international institutions and conferences, combine to make the U.S.-Dutch relationship an exceptionally rewarding and valuable one.

E. As background, our excellent bilateral relations are based on close historical and cultural ties and a common dedication to individual freedom and human rights. From their beginnings in the 17th century, when the Dutch overthrew a foreign power to establish a society based on democratic principles, they have been global players, defending not only their economic positions, but their socio-political ones as well. The duality of "the embarrassment of riches" remains: the Dutch reach out not only to acquire but also to donate and to effect positive change. As an outward-looking nation, the Netherlands shares with the U.S. a commitment to open markets and free trade. In addition, the U.S. and the Netherlands often have similar positions on issues affecting NATO, regional trade, and economic cooperation. Our similar views and perspectives enable us to work together both bilaterally and multilaterally with other international and regional organizations. A sampling of vital statistics highlights the value of this "small country that thinks big:"

- 1 The Netherlands is among the top three largest investors in the U.S., at \$97 billion;
- 2 The U.S. is the largest investor in the Netherlands, with \$79 billion and over 1600 companies;
- 3 The U.S. enjoys the largest trade surplus in the world with the Netherlands of \$11 billion and an annual bilateral trade topping \$30 billion;
- 4 Over one million American citizens visit the Netherlands each year; over 23,000 reside here;
- 5 More than 12,000 Dutch exchange visitors per year build ties of commerce and friendship;
- 6 The Netherlands is the world's 6th largest bilateral aid donor in absolute terms and maintains the 3rd highest level of development assistance as a percentage of its GDP, targeting countries that meet a standard of democracy, good governance, and sound economic policies;
- 7 Active in waging peace and, when necessary, war; the Dutch flew 5% of the aerial missions in the recent war in Kosovo, then made prompt and large donations towards maintaining the fragile peace; and

8 The Dutch dedicated over 3,100 peacekeepers last year to serve in missions throughout the world.

F. Host Nation Military Goals. The Netherlands defense structure comprises the Ministry of Defense and various branches of the Armed Forces. Political responsibility for the defense of the Netherlands lies with the Minister of Defense and the State Secretary for Defense. As with other nations, the Dutch military faced budget cuts and a downsizing of troop strength at the end of the Cold War. The Royal Netherlands Armed Forces has a combined uniformed/civilian peacetime strength of approximating 71,000. The military component of 57,000 uniformed soldiers is now an all-volunteer force, with the last conscript soldier drafted in 1996. Personnel strength is currently at 18,000 for the Navy; 32,000 for the Army; 12,000 for the Air Force; and 9,000 for the Royal Marechaussee (military police) and the Central Organization. Current troop strength is down by 40 percent from 1990 levels. The 2001 Defense Budget amounts to 14.1 billion guilders (\$5.9 billion). The Netherlands defense budget is currently approximately 1.8% of Gross Domestic Product, up from the 1.6% of previous years – but still well below the 3% of the mid-1980's and slightly below the NATO goal of 2%. The Navy receives approximately 19% of this budget, the Army 31%, and the Air Force 19%, while the remaining 31% are shared between the Central Organization (centrally paid pensions and subsidies, multi-service projects and activities, and the Royal Marechaussee).

G. Up to now, U.S. defense companies have been very successful in selling their products and services to the Dutch Ministry of Defense. This may become more difficult with the re-formation of the European defense market, whereby the concept of 'buying European' may become increasingly significant to the Dutch. Nevertheless, the Netherlands should continue to be a good market for U.S. suppliers of defense materiel, especially when competitive products and services and good offset packages are offered.

H. U.S. companies interested in the Dutch defense market are strongly encouraged to contact embassy officials early in the procurement process for counseling and advocacy support.

2. DEFENSE INDUSTRY ENVIRONMENT

A. The Netherlands, with its relatively small defense industry of less than 200 companies can only provide limited contributions to the European technological and industrial defense base. The Ministry of Defense, in conjunction with the Ministry of Economics, the Ministry of Foreign Affairs, and non-governmental organizations, such as the Netherlands Organization for Applied Scientific Research (TNO) and the Netherlands Defense Manufacturers Association (NIID), take great effort to involve the Dutch industry and research facilities in European projects at an early stage.

B. To remain significant on an international level, Dutch research institutes like TNO distinguish themselves with meaningful, national contributions. Therefore, they focus on areas in which the Dutch defense industry have or can attain prominent positions. These are areas in which the Netherlands can provide added value contributions to the formation of a European technological and industrial base. The Dutch research institutes focus on development in the

following areas: specialized surface vessels (design technology, systems technology and platform automation), radar and electro-optical sensors, vehicles, simulators, data and telecommunications systems, composite materials, electronics, and data processing.

C. It is also in the interest of the Dutch defense market to encourage industry involvement in international projects. Most companies, comprising the Dutch industrial defense base, are members of one or more industrial organizations. An English listing of Dutch defense related companies and associated organizations can be viewed on the website of the Ministry of Economic Affairs at <http://info.minez.nl/cmp/> under the icon called 'defense-related industries'.

D. There are nine industrial organizations in the Netherlands which cooperatively focus exclusively or in part on the defense market. Known as the Netherlands Industrial Defense Associations Group (NIDAG), this group promotes the interests of the industrial organizations in defense materiel matters, including defense equipment and offset programs with foreign suppliers. Changes in the defense market and the growing need for high quality defense products have led to this cooperation. It is a premise of the NIDAG that national concentration of know-how and experience will promote business in the defense sector. The organizations participating in the NIDAG represent over 9,000 enterprises, of which about 300 are active in defense supply.

E. NIID, a sector organization within the NIDAG with an exclusive defense focus, has a general coordinating role within the NIDAG. The NIID acts as the primary point of contact between industry and the Dutch Ministries of Defense and Economic Affairs. It also offers assistance to foreign companies looking for Dutch partners to fulfill Dutch offset requirements.

F. Another important role of the NIID is its initiative to bundle industrial strength through the creation of a number of platforms. One of them is the Netherlands Industrial Fighter Aircraft Replacement Platform (NIFARP). The NIFARP was set up in 1996 to explore industrial involvement in the future replacement of the F-16s.

3. DEFENSE OPPORTUNITIES:

Despite its small size, the Netherlands offers U.S. companies a wide variety of trade opportunities in the defense sector. Best prospect areas include high-tech commodities with state-of-the-art capabilities, such as specialized surface vessels (design technology, systems technology and platform automation), radar and electro-optical sensors, simulators, data and telecommunications systems, composite materials, electronics and data processing.

Major Programs are:

A. F-16 Replacement: The U.S. Joint Strike Fighter (JSF) is the primary candidate to replace approximately 100 to 138 NL F-16s in the 2010 to 2025 timeframe. This represents a potential purchase valued at approximately \$6 billion. The RNLAf invested \$200M in the JSF 3-year concept development/demonstration phase of JSF and became associate partners in the program. The JSF Engineering, Manufacturing, and Development (EMD) Request for Proposal was projected in December 2000 with a down selection slated for late the fall of 2001. The Dutch are

pooling resources from industry and government to invest in the EMD phase of the program. By May/June 2001, the Dutch may decide to commit to the JSF program, where upon numerous U.S. and Dutch collaborative and cooperative business opportunities are anticipated.

B. The Autonomous Air Combat Maneuvering Instrumentation (AACMI) Pods: The RNLAf may award a \$10 million contract in late calendar year 2001 or early 2002 time period for ACMI pods and support equipment. These pods are used during training missions to assess air-to-air combat effectiveness.

C. Submarines: The RNLN submarine force consists of four modern conventional boats built and maintained at the Rotterdam Dockyard, delivered between 1988-1993. They have recently reduced their acoustic signature through UK application of target strength reduction material. A mid-life upgrade is planned to begin 2007.

D. Air Defense and Command Frigates: The Royal Netherlands Marines are currently replacing their guided-weapons frigate and two standard frigates with four air defense and command frigates. In Dutch, these four vessels are referred to as "LCF" frigates and they are scheduled to be delivered in the 2001-2004 timeframe. Currently, the Netherlands is cooperating with Germany and Spain on the LCF project, which is valued at approximately \$1,600 million.

E. Patriot PAC III: The Royal Netherlands Air Force (RNLAf) has decided to remain on the cutting edge of the technology when dealing with medium altitude air-to-surface threats, including tactical ballistic missiles. In 1984, the RNLAf purchased four PATRIOT Fire Units and 24 launchers for \$324 million. Congressional notification was submitted on November 3, 1999 for 128 PAC-3 missiles and Configuration 3 launchers (with an estimated value of \$515 million).

F. AH 64-D Apache: In May 1995, the RNLAf accepted an FMS case for 30 AH-64D Apache helicopters (with an estimated value of \$705 million). This program is on target-- rollout of the first Apache occurred in May 1998; to date 18 have been delivered; last scheduled delivery is expected in April 2002. The Dutch contribute two instructor pilots to the training effort at Fort Hood. An MOU was executed by the Army on January 21, 1999; the Army also provided an FMS case (with an estimated value of \$17 million) for training and base support (Mesa, AZ; Ft. Hood, TX; and in the Netherlands) for the overall program. The Dutch lease of 12 AH-64A Apache helicopters has expired and the aircraft have been returned to the U. S. Army. Four AH-64D helicopters are deployed to Djibouti with logistics support via FMS (with an estimated value of \$7 million) until June 2001 to assist, if needed, in extracting personnel from Eritrea and Ethiopia during UNMEE operations.

G. Medium Range Anti-Tank (MRAT): The RNLA has been involved in a European consortium program (MR-Trigat) to replace the current MRAT, Dragon, since 1991. The MoD has approved a split buy of MR-Trigat and a Fire/Forget system. The two short-listed competitors for Fire/Forget are the Javelin (joint-venture between Lockheed-Martin and Raytheon) and GILL (Rafael, Israel). The Dutch industry will benefit from industrial participation programs reportedly valued at \$100 million if the Javelin is chosen.

Other Programs:

Although the current focus is on the acquisition and replacement of major defense materiel, the following list summarizes additional large projects. For most of these goods, acquisition will take place within the next five years.

Army programs:

- Replacement of M-114/39 canon
- Replacement of vehicles with a loading capacity of 40kN
- Acquisition of TICCIS (Target Information Command and Control System)
- Implementation of Battlefield Management System (BMS)
- Acquisition of dual simulators and instrumentation
- Implementation of Single Channel Radio Access (SCRA)
- Acquisition of anti-tank mine systems
- Acquisition of long-range artillery anti-armor munitions
- Replacement of Short-range Anti-Tank (SRAT) weapon
- Mid-life upgrade ZODIAC communications system
- KL EOVS System's Capability Upgrade Program (CUP)
- Acquisition minefield penetration system
- MLRS upgrade to include reduced range training ammunition
- HOM-2000 prototype design (for mine detection and removal)
- Fire support information system (VUIST) upgrade
- Acquisition of a ground target tracking system
- .50 machine gun replacement
- Acquisition of automatic grenade launchers
- HF-EZB radio replacement

Air Force Programs:

- Acquisition of command and control system
- Acquisition of Patriot missiles and launch gear for the completion of PAC-3
- Acquisition of Unmanned Aerial Vehicles (UAVs)
- Landing gear Precision Approach Radar (PAR) replacement
- Missile Warning System (MWS) acquisition
- KRL-10 radar upgrade
- Traffic Collision Avoidance System
- Global Air Traffic Management System
- Acquisition of medium to high altitude air defense
- Acquisition of AH64 "D" Model upgrade systems

Navy Programs:

- Major upgrading of mine-hunting capabilities of 15 mine countermeasure vessels and adding minesweeping capabilities.

- Mid-life upgrade of four Walrus-class submarines.
- Target strength reduction material application to submarines.
- Military Satellite Communications SHF or AEHF

I. U.S. companies aiming to diversify will also find commercial opportunities in dual-use sectors. The Netherlands is home to many industries where there is a significant cross-over of products and technology. Dual-use sectors include: vessels and vessel accessories; instruments and electro-optical equipment; chemicals, oils and greases; communication and computer equipment; machine tools and workshop equipment; and medical equipment.

4. COMPETITIVE SITUATION

A. The Netherlands is a member of a number of international defense-related organizations. Considering that these organizations touch on military cooperation to varying degrees, the U.S. will face competition from member countries. The Netherlands, for instance, is already preparing to work with France, Germany and Italy on the Lynx helicopter replacement project. The Dutch are also cooperating with the Germans on the Single Channel Radio Access project.

B. Despite the competition from European countries, the U.S. can generally expect fair competition. The Dutch tendency to support a level playing field in trade matters and their depth of experience in trade positions them as the genuine “neutral” traders of Europe. There is, however, increasing pressure to “buy European” if not Dutch. From a practical point of view, the Dutch see political advantages in buying European. Therefore, political considerations may play a role in the tender assessment process. The Dutch, however, fall back on a number of basic principles in a supplier evaluation and contract awarding process. These are:

- 1 Maintaining the general principles of equal treatment (of potential suppliers) and fair play.
- 2 Ensuring a responsible, controllable and effective procurement process.
- 3 Implementing a commercial approach.

5. DEFENSE PROCUREMENT PROCESS

A. The procurement of materiel with a value of five million guilders (\$2.577 million) or more follows the Defense Material Selection Process (DMP). These projects are categorized as either ‘mandated’ or ‘not mandated’ projects. In the case of ‘not mandated’ projects, decision-making is at the discretion of the State Secretary of Defense. In the case of ‘mandated’ projects, the chief in command of each contracting authority can make the final decision. Financial value and political sensitivity determine the project category.

B. The DMP consists of five phases:

- 1 Need determination: Determines the type and quantity of material needed. In long-term projects, the original findings are reviewed in each subsequent phase.

- 2 Preliminary study: Examines the various product alternatives that may result in the requirement being met.
- 3 Study: A preliminary selection (shortlist) is drawn-up of products and manufacturers eligible for the following step of the selection process.
- 4 Pre-acquisition preparations: Final choice of product and producer is made.
- 5 Evaluation: An evaluation report is produced, which is most often used as a source of reference in future large projects. The evaluation criteria are the financial commitment, the political significance, the importance of the project for Dutch industry, and the potential for international cooperation on each project.

C. Request for Proposal. U.S. companies that are well informed of on-going projects, are free to submit tenders to the contracting authority at any time. U.S. companies unacquainted with commercial opportunities, should make an effort to register in the 'index of suppliers', which is maintained by the Directorate of Materiel at the MoD. This is not an easy task because only suppliers of commercially, financially and technically attractive products are selected for registry. Additionally, all potential bidders are screened or pre-qualified. A company's reputation, financial status, and capabilities must be verified. A foreign company supplying to its own defense department may also expect inquiries concerning past contract types, performance and capability to perform the work. Once registered in the index of suppliers, companies generally will receive a request for proposal (RFP). Note, however, that the index of suppliers is not centralized. The army, navy and air force each have their own index. Therefore, it is not uncommon for suppliers to register with more than one issuing branch.

D. Submitting Tenders. Tenders are usually assessed by: Conformity to specifications; price; delivery time; life-cycle costs; contract conditions; and the financial position of the supplier. Additional factors, such as environmental and political considerations can also play a role. If the RFP contains unacceptable contract conditions, suppliers should leave the issue open for discussion. A pertinent 'no' or 'unacceptable' response is likely to lead to the tender's rejection. When a response to an RFP requires access to classified data, U.S. firms must submit clearance information to the Director of Military Intelligence Service, within the Ministry of Defense, to establish the level of access. A NATO security clearance up to the level of access required by the RFP must be presented and documented. All bidding companies receive notice of the decision on the tender.

E. Dispute Settlement Procedure. There may be recourse for suppliers who consider themselves to have been unfairly disadvantaged in any particular aspect in the tender invitation or selection procedures. U.S. Embassy Officials in The Hague should be notified immediately if there appears to be any irregularities in the procurement process, particularly if there are "level playing field" issues involved.

F. Potential Barriers to the Contracting Process. There are no formal barriers to U.S. suppliers seeking to compete in the Dutch defense market. There is, however, a growing tendency on the part of the Dutch to "buy Dutch" or "buy European" when possible. "Buy European" political pressures are particularly high in certain big-ticket purchases. Superior price and performance offers from U.S. companies will not always win the deal.

G. Offsets. Offsets are a serious obstacle to the export of U.S. defense materiel to the Netherlands. There are no other barriers in Dutch law or regulations to U.S. exports of military products. The Commissariat for Military Production and Crisis Management (CMPC), part of the Directorate-General for Industry of the Dutch Ministry of Economic Affairs, is responsible for the Dutch policy on military offsets. According to the CMPC, its activities aim to help maintain and improve branches of Dutch defense-related industries. This entails getting Dutch companies cooperative, co-production, and offset business as part of the defense procurement process. The CMPC is also actively involved in stimulating industrial participation in international defense programs, industrial coordination of defense technology projects, as well as support and coordination of defense exports. Offsets are required in those cases where a foreign supplier obtains an order to the value of, or exceeding, 5 million guilders. The foreign supplier is obligated to give offset for the full contract value. A supplier's offset package may now carry equal weight to price and product or service performance considerations. If the competition has a better offset package, it may be awarded the contract, even if all things are not equal. Offset priorities established by the Ministry of Economic Affairs are:

- ▷ The technological-innovation effect
- ▷ The transfer of production and management know-how
- ▷ The establishment of long-term relationships between foreign and Dutch companies

Depending on the extent to which an offset program meets these priorities, the CMPC has the option to grant extra offset credit. For further information on Dutch offset regulations contact the CMPC, listed at the end of this report.

6. COUNTRY-SPECIFIC BUSINESS STRATEGIES

A. Most of the defense-related investment activity between Dutch and U.S. defense firms is centered around cooperative agreements. These agreements fulfill procurement contracts to the Dutch Ministry of Defense or activities related to satisfying the increasingly stringent Dutch "offset" requirements. U.S. companies competing on Dutch defense contracts will be encouraged by Dutch private and public sector officials to look for joint venture, co-production, and other cooperative opportunities with Dutch companies to make their bid offers more attractive as well as ensuring that Dutch offset requirements can be met.

B. Export control issues: For the purpose of national security, foreign policy, or short supply considerations, the U.S. controls the export of goods and technology with export licenses. The vast majority of U.S. defense products do require a license. For assistance in determining the need for an export license, and to initiate the processing of an application, contact your local U.S. Department of Commerce Export Assistance Center or the Bureau of Export Administration; Office of Export Services; Exporter Counseling Division; U.S. Department of Commerce; 14th and Pennsylvania Avenue, N.W.; Room 1099D; Washington, DC 20230; Phone: 202-482-4811; Fax: 202-482-3617.

C. Import licenses. Only a small number of goods of U.S. origin require import licenses, including some arms and munitions products. Usually, licenses are rapidly granted for goods of

U.S. origin. For specific information on import licenses, please contact the Division for Strategic Trade and Sanctions of the Dutch Ministry of Economic Affairs; Directorate General for Foreign Economic Relations (see to Ministry of the Netherlands contact list). While licenses are not transferable, they may be used to cover several shipments within the total quantity authorized. In general, the goods involved are indicated on the license by the harmonized system classification number and the corresponding wording of the tariff position. Merchandise may be examined by the importer before customs clearance for the purpose of making an inventory. Goods cannot clear customs without shipping documents and payment of any customs duty, applicable value-added taxes, and any excise taxes. The importer must undertake these formalities at the time of clearing customs. The importer, if required, should present import licenses within the period for which they were issued. Shipments to the Netherlands require one copy each of the bill of lading (or air waybill) and the commercial invoice for customs clearance. There are no consular requirements, but certificates of origin may be required.

7. KEY CONTACTS:

A. U.S. Government Contacts

U.S. COMMERCIAL SERVICE

Lange Voorhout 102

2514 EJ The Hague

The Netherlands

Phone: +31-70-3109417

Fax: +31-70-3632985

Contact: Terry J. Sorgi, Commercial Attaché

E-mail: terry.sorgi@mail.doc.gov

Contact: Natasha Keylard, Commercial Specialist

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Contacts: Col. Paul D. van Gorden, Colonel, United States Air Force or Lt.Col. Marc Sukolsky, Lieutenant Colonel, United States Air Force

E-mail: pvangorden@san.osd.mil

E-mail: msukolsky@san.osd.mil

B. Industry Association Contact:

NIDAG/NIID

Prinsessegracht 19

2514 AP The Hague

The Netherlands
Tel: +31-70-364-4807
Fax: +31-70-365-6933
E-mail: niid@wxs.nl

C. Ministry of Defense Contacts:

Ministry of Defense
Directorate-General of Materiel/ DMB
P.O. Box 20701
2500 ES The Hague
The Netherlands
Tel. +31-70-318-6748
Fax: +31-70-318-8145
Activity: Provides general information concerning defense procurement of the Armed Forces.

Directorate of Materiel
Royal Netherlands Navy
Attn: Chief Procurement Division
P.O. Box 20702
2500 ES The Hague
The Netherlands
Tel: +31-70-316-2650
Fax: +31-70-316-3577
Activity: Navy defense procurement, including the 'index of suppliers' registration.

Directorate of Materiel
Royal Netherlands Army
Attn: Head Product Group Acquisition
P.O. Box 90822
2509 LV The Hague
The Netherlands
Tel: +31-70-316-9224
Fax: +31-70-316-9239
Activity: Army defense procurement, including the 'index of suppliers' registration.
Directorate of Materiel / MDCB

Royal Netherlands Air Force
Attn: Staff Afdeling Kontrole / MDCB
P.O. Box 20703
2500 ES The Hague
The Netherlands
Phone: +31-70-3396374
Fax: +31-70-339-6890
Activity: 'Index of suppliers' registration for Air Force

Ministry of Defense
Director of Military Intelligence Service
Attn: Chief Industrial Security
P.O. Box 20701
2500 ES The Hague
The Netherlands
Tel: +31-70-318-8431
Fax: +31-70-345-9189
Activity: Deal with clearance to classified data.

D. Ministry of Economic Affairs Contacts:

Ministry of Economic Affairs
Division for Strategic Trade and Sanctions
Directorate General for Foreign Economic Relations.
Bezuidenhoutseweg 30
2500 EC The Hague
The Netherlands
Tel: +31-70-379-6209
Fax: +31-70-379-7392
Activity: Provide assistance and information on import licenses and transit good documents.

Ministry of Economic Affairs
Commissariat for Military Production
Bezuidenhoutseweg 2
2500 EC The Hague
The Netherlands
Tel: +31-70-379-8820
Fax: +31-70-379-7287
Activity: Assist U.S. companies to meet offset requirements.